

## **REQUEST FOR EXPRESSIONS OF INTEREST** **CONSULTING SERVICES**

Selection # as assigned by e-Tool: JA-T1184-P001

Selection Method: Full competitive

Country: Jamaica

Sector: IFD/CMF

Funding – TC #: ATN/KK-19253-JA

Project #: JA-T1184

TC name: *Support the design of Jamaica National Broadband Connectivity Plan*

Link to TC document: <https://www.iadb.org/en/project/JA-T1184>

The Inter-American Development Bank (IDB) is executing the above-mentioned operation. For this operation, the IDB intends to contract consulting services described in this Request for Expressions of Interest. Expressions of interest must be delivered using the IDB Portal for Bank Executed Operations ( <http://beo-procurement.iadb.org/home>) by: *December, 23<sup>rd</sup> 2022*, 5:00 P.M. (Washington D.C. Time).

The consulting services (“the Services”) include the support digital transformation and social inclusion in Jamaica through the development of a strategy to increase broadband connectivity and the development of policies that facilitate new trends in broadband services. The Government of Jamaica has prioritized digital transformation as a lever for social development and has requested the Bank's support to implement projects that contribute to universal digital inclusion.

Eligible consulting firms will be selected in accordance with the procedures set out in the Inter-American Development Bank: [Policy for the Selection and Contracting of Consulting firms for Bank-executed Operational Work](#) - GN-2765-4. All eligible consulting firms, as defined in the Policy may express an interest. If the Consulting Firm is presented in a Consortium, it will designate one of them as a representative, and the latter will be responsible for the communications, the registration in the portal and for submitting the corresponding documents.

The IDB now invites eligible consulting firms to indicate their interest in providing the services described above in the draft summary of the intended Terms of Reference for the assignment. Interested consulting firms must provide information establishing that they are qualified to perform the Services (brochures, description of similar assignments, experience in similar conditions, availability of appropriate skills among staff, etc.). Eligible consulting firms may associate in a form of a Joint Venture or a sub-consultancy agreement to enhance their qualifications. Such association or Joint Venture shall appoint one of the firms as the representative.

Inter-American Development Bank

Division: Connectivity, Markets and Finance (IFD/CMF)

Attn: Antonio Garcia Zaballos ([antoniogar@iadb.org](mailto:antoniogar@iadb.org))

1300 New York Ave, NW, Washington DC 20577, USA

Tel: +12026232980

E-mail: [antoniogar@iadb.org](mailto:antoniogar@iadb.org) Web site: [www.iadb.org](http://www.iadb.org)

## **TERMS OF REFERENCE**

Supporting the design of Jamaica national broadband connectivity plan

JAMAICA

JA-T1184

<https://www.iadb.org/en/project/JA-T1184>

### **Supporting the design of Jamaica national broadband connectivity plan**

#### **1. Background**

Established in 1959, the Inter-American Development Bank ("IDB" or "Bank") is the main source of financing for economic, social, and institutional development in Latin America and the Caribbean (LAC). Provides loans, grants, guarantees, policy advice, and technical assistance to the public and private sectors of their borrowing countries.

There is evidence that accelerating the penetration, adoption and effective use of broadband brings clear social inclusion and economic benefits. In particular, it is estimated that an increase, on average, of 10% in broadband penetration in the countries of Latin America and the Caribbean has associated increases of 3.19% in the Gross Domestic Product (GDP), from 2.61% in productivity and a net generation of more than 67,000 jobs. Furthermore, according to a study by Arthur D. Little and Ericsson, a 1% increase in broadband penetration can bring a 4.3% increase in exports.

According to McKinsey, a greater penetration of Information and Communication Technologies (ICT) would imply an additional growth of between 7% and 15% of the country's (GDP) by 2025. However, in Jamaica, half of the population still do not uses this service. The problem of limited access to the Internet by the population is mainly due to three main obstacles: (i) lack of infrastructure; (ii) lack of digital training; and (iii) the absence of public policies to promote the development of digital infrastructure solutions.

This situation has led the Government of Jamaica to recognize the importance of increasing digital access in the country in an effort to facilitate the social inclusion of all strata of the population, economic growth and contribute to the integration of the country both at the national level as regional.

Thus, the Government of Jamaica has identified the deployment of new infrastructure as a necessary step to improve the capabilities of national broadband. But in addition to the deployment of infrastructure, it is necessary to have a national digital strategy that, based on inter-institutional coordination, favors digitalization in strategic sectors for the productive and social development of the country.

#### **2. Objective**

The general objective of this Technical Cooperation (TC) is to support digital transformation and social inclusion in Jamaica through the development of a strategy to increase broadband connectivity and the development of policies that facilitate new trends in broadband services. The Government of Jamaica has prioritized digital transformation as a lever for social development

and has requested the Bank's support to implement projects that contribute to universal digital inclusion.

### **3. Description of the activities**

The specific objective is to improve the understanding of the market dynamics in Jamaica, through the preparation of a market study, which will include an analysis of the sociodemographic and economic conditions of the different geographical areas and how these impact the availability of broadband; an analysis of the supply and demand for current telecommunications services; and a forecast of demand, including the potential demand for international connectivity.

1. Infrastructure study for the deployment to improve the connectivity across the country. This component seeks to: (i) strengthen the deployment of digital infrastructure networks that allow the continuity of public services; (ii) enable high performance and critical networks to provide connectivity to key sites such as airports, railways, ports and other infrastructure; (iii) carry out infrastructure and data traffic studies, as well as prepare a roadmap for enabling Internet traffic exchange centers to make of Jamaica a regional hub.

- Activity 1.1. Diagnosis of the existing trunk network and the infrastructure of the last mile. The activity attempts to better understand the dynamics of the broadband market in Jamaica. Through this, a market study report will be prepared, which will include the analysis of socioeconomic and demographic conditions and their impact on the availability and accessibility of broadband.

- Activity 1.2. Estimation of demand and identification of the main infrastructure gaps. Focusing on rural areas identified as where the private sector may not be financially interested in deploying infrastructure, broadband service demands and infrastructure gaps compared to existing installations are calculated.

- Activity 1.3. Financial and economic analysis. A financial, economic, sensitivity and cost-benefit analysis is carried out to estimate the capital expenditure (CAPEX) and the operating expenditure (OPEX) associated with the proposed infrastructure deployment, which will also determine the economic and social benefits (quantitative and qualitative).

- Activity 1.4. Recommendation for regulatory changes. After examination of the administrative, regulatory and legal framework, the necessary changes would also be proposed to ensure open and fair access to the newly implemented infrastructure and further development of the ICT industry. Among others, limited wholesale competition, few IXPs (Internet Exchange Points) and tax burden on ICT equipment/service deserve priority consideration.

2. Roadmap for a digital transformation in the provision of public services in Jamaica: Through this component, the Digital Skills Framework will also be defined including specific prioritization of training and capacities for digital transformation and inclusion.

- Activity 2.1. Evaluation of the state of current service policies related to Jamaica broadband. To design an appropriate plan, the assessment of the environment surrounding the transmission landscape of the country must first be explored. Special attention should be paid to the barriers that can disrupt the deployment of Internet of Things (IoT) services, national differences, such as political barriers. Review of the national and regional environment.

- Activity 2.2 Development of a roadmap to help Jamaica establish state-of-the-art technologies at the national level. According to the analysis of activity 2.1., this activity is supposed to develop a personalized roadmap and a detailed action plan to adopt new technologies in Jamaica.

### 3. Results and expected delivery

Among the expected results, the adoption of new technologies in Jamaica is visualized and the expected products are the following:

- Identification of the infrastructure gap and the social benefit associated to it (Deliverable A).
- Roadmap for digital transformation in Mexico (deliverable B).

### **4. Timing**

No later than fifteen (15) days after signing the contract, the consulting company will propose a work plan and schedule to be validated by the IDB coordination team.

### **5. Selection criteria**

Extensive experience in the telecommunications sector and strategic sectors in the Region is required. Specifically, professionals with various capacities are required:

(i) project management; (ii) knowledge of telecommunications and/or electronic engineering; (iii) specific domain of national or international broadband infrastructure, including, but not limited to, terrestrial and submarine cables; (iv) economic-financial analysis; (v) general knowledge of applicable local regulations and procedures of multilateral credit organizations; (vi) experience in project design to promote the digitization of sectors; and (vii) ability to provide detailed and accurate studies on the market. Likewise, knowledge of the current local social, economic and political context is required, especially those measures associated with telecommunications and productive investment.

Contract duration: 9 months from the signing of the contract

Place(s) of work: place of residence.

### **6. Other requirements to consider**

The IDB will be the sole owner of all the products derived from this consultancy, including the rights of reproduction, distribution, dissemination and publication of materials in all languages.

### **7. Supervision and reporting**

The consulting firm providing the service will report directly to Antonio Garcia Zaballos, Lead Telecommunications Specialist. (IFD/CMF) deliverables will receive feedback and approval from the TC team.

### **8. Payment schedule**

Payment terms will be based on project milestones or deliverables. The Bank does not expect to make advance payments under consulting contracts unless a significant amount of travel is required. The Bank wishes to receive the most competitive cost proposal for the services described in this document.

Payment Schedule	
<i>Deliverable</i>	<i>%</i>
1. Work plan	15%
2. Deliverable A	50%
3. Deliverable B	35%
TOTAL	100%